

**YOON KYUNG (ALISON) SHIN**

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**education**

2016-2018 **HARVARD BUSINESS SCHOOL** **BOSTON, MA**  
Candidate for Master in Business Administration, May 2018. Member of Code, Healthcare, and Outdoors Clubs.

2009-2013 **OLIN COLLEGE OF ENGINEERING** **NEEDHAM, MA**  
Bachelor of degree in Mechanical Engineering. Recipient of 4-year, full-tuition Olin Merit Scholarship.  
Selected course assistant for User Oriented Collaborative Design, Affordable Design and Entrepreneurship.

**experience**

2015-2016 **GRAMEEN AMERICA, INC** **NEW YORK, NY**  
**Data Analyst, Finance**

Extracted data-driven insights to inform business decisions to grow nonprofit's \$45MM microfinance loan portfolio

- Crafted business case for new loan product based on growth analysis and secured \$6.5MM in funding
- Remapped workflow and managed updates in database of +36,000 loans, resulting in new KPI dashboard
- Accelerated operational digitalization by launching prepaid cards, analyzing survey results on mobile usage, making purchasing decisions on treasury management software
- Performed treasury functions: daily cash position, monthly budget variance analysis, annual budget planning

Feb. 2015 **PAYJOY** **MUMBAI, INDIA**  
**Strategic Consultant Intern**  
Assessed market potential and business model for software startup expanding mobile financing in India; helped to create pitch deck that raised \$4.3MM seed funding from VCs, including Red Swan

2014-2015 **SILICON VALLEY TECHNOLOGY PARTNERS** **SHENZHEN, CHINA**  
**Product Design Engineer**  
Designed and manufactured mobile phone charging solutions for consumers without access to electricity

- Outlined user segmentation, usage scenarios, and product specifications for performance, usability, and costs
- Prototyped and tested motorcycle charger design, resulting in design changes based on user feedback and 23% reduction in Bills of Materials
- Built company's 5-year product portfolio roadmap through market analysis and user research in East Africa
- Assisted contract manufacturers through materials procurement, manufacturing, and assembly

2012 **BURN MANUFACTURING** **SEATTLE, USA & NAIROBI, KENYA**  
**Mechanical/User Experience Engineering Co-op**  
Built charcoal cookstoves with 65% reduction in indoor air pollution for usage in developing countries

- Launched and created protocols for user experience evaluation including surveys, interviews, focus groups
- Created factory quality assurance that enabled launch of 1,500 beta prototypes in five months

Summer 2011 **CHRYSLER LLC** **AUBURN HILLS, MICHIGAN**  
**Product Development Intern**  
Analyzed power steering subassemblies to increase durability by comparing nominal specs with real data

- Created mathematical model predicting robustness and ergonomics of clamp joint assembly
- Evaluated relief pressure for steering reservoir with lab-based and running vehicle test

**skills & interests**  
Advanced: SolidWorks, 3D printing, Tableau, Salesforce  
Proficient: MATLAB, Python, HTML, CSS, SQL, Adobe InDesign & Illustrator, basic machinery  
HackHarvard 2016 Hackathon - managed development of mobile app using Microsoft API to check bias in articles

**honors**  
2016 – Selected as Harvard Business School Forté Fellow for exhibiting commitment to women in business  
2015 – Awarded Best Performing Employee of the Year at Grameen America (32 employees)

**leadership & community**  
2016 - Elected Section A Community Values Representative (93 students)  
2016 - Vice President of Startups for Westrek, Tech Club's largest career trek (+120 participants)  
2014 - Started mainland China's first women's Ultimate Frisbee tournament (+60 players)  
2011-2012 – Co-founder and captain of women's frisbee team at Olin College (+13 players)